

FIG. 1

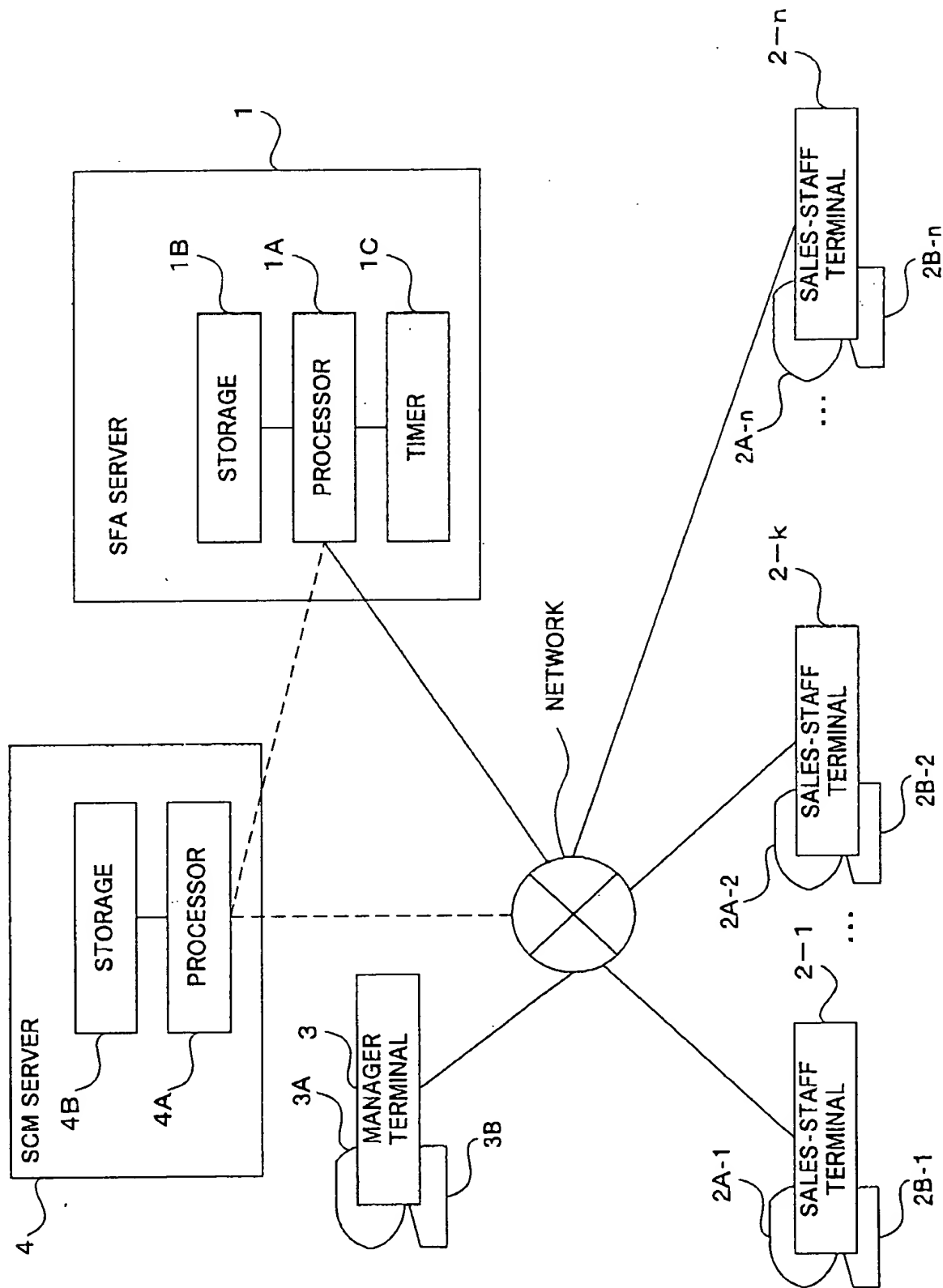
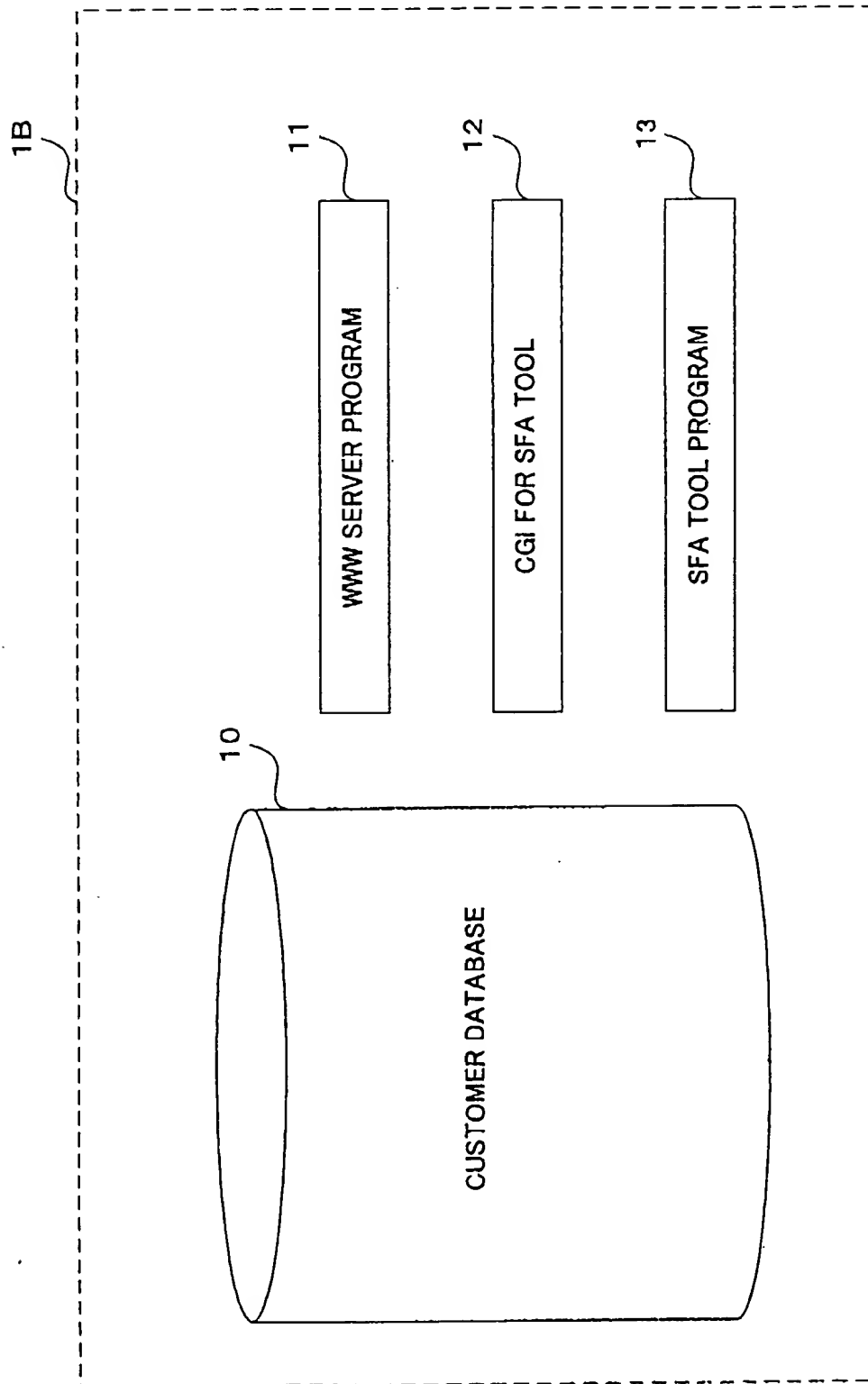
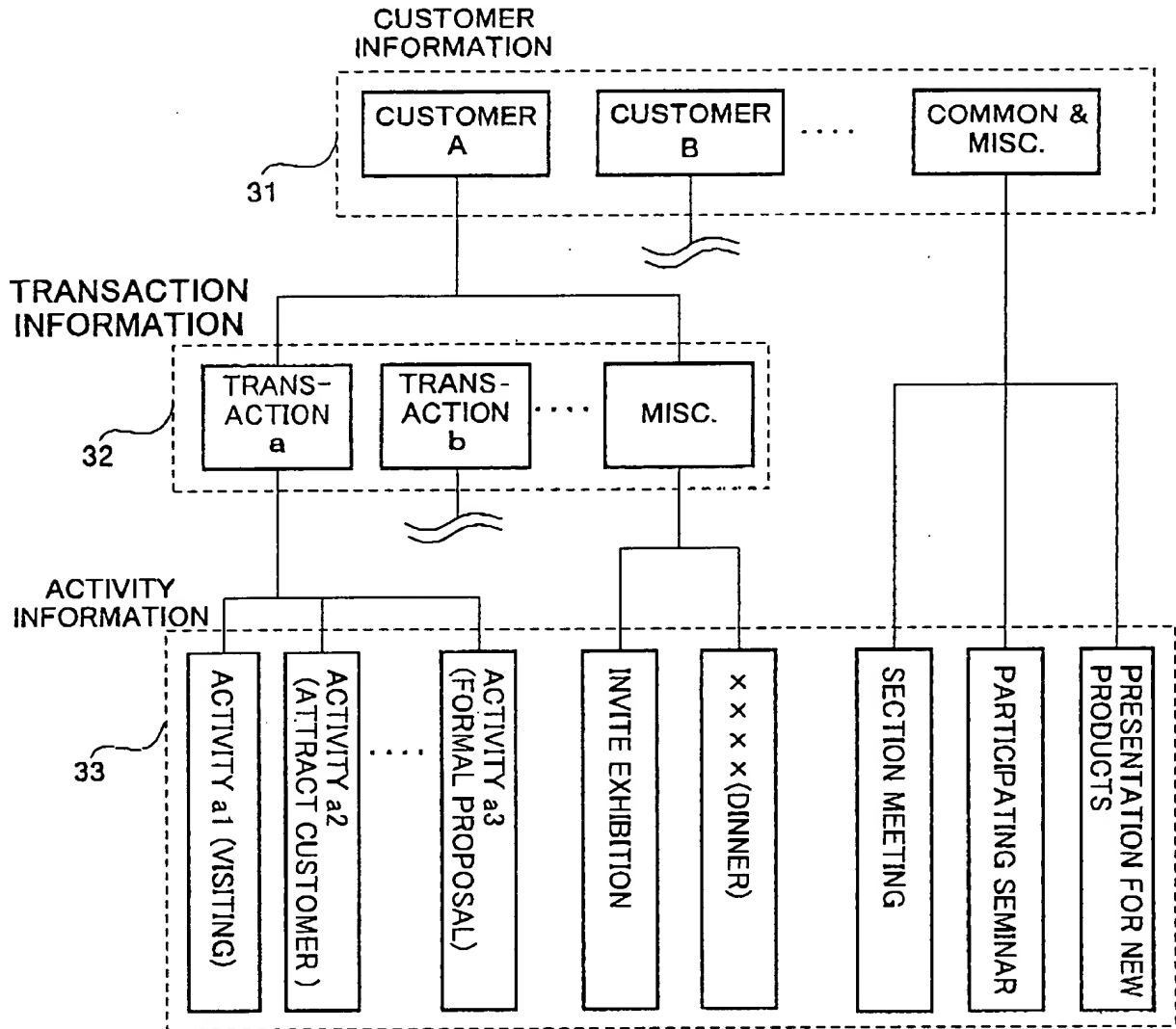


FIG. 2



3/14

FIG. 3



33004565.000001

FIG. 4

41

42

43

44

45

46

CUSTOMER SECTION STAFF TRANSACTION ACTIVITY CALENDAR

SELECTION OF TARGET ITEM → SPECIFY TAB OF TARGET ITEM.

SELECT

NAME

PASSWORD

47

48

FIG. 5

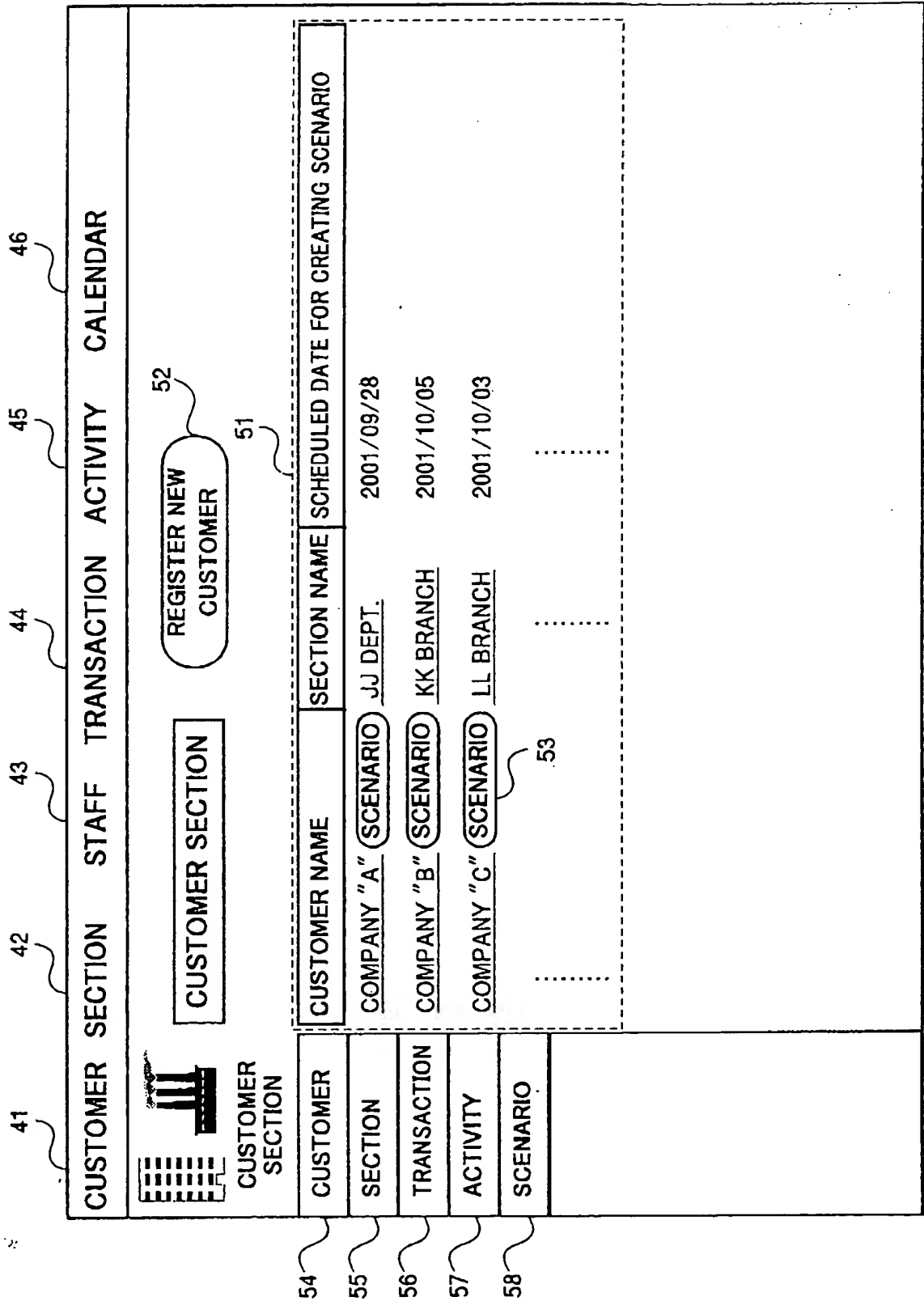


FIG. 6

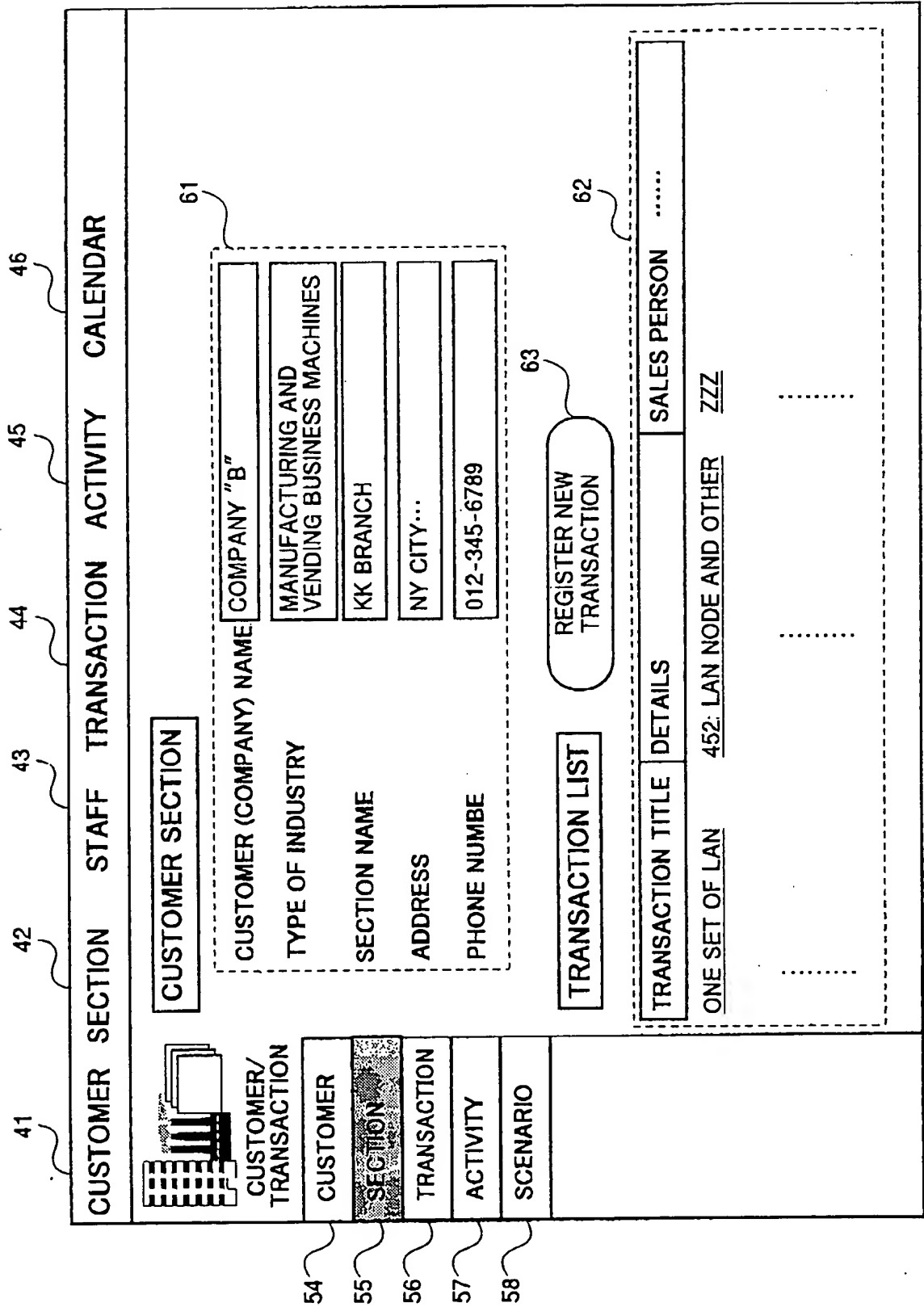


FIG. 7

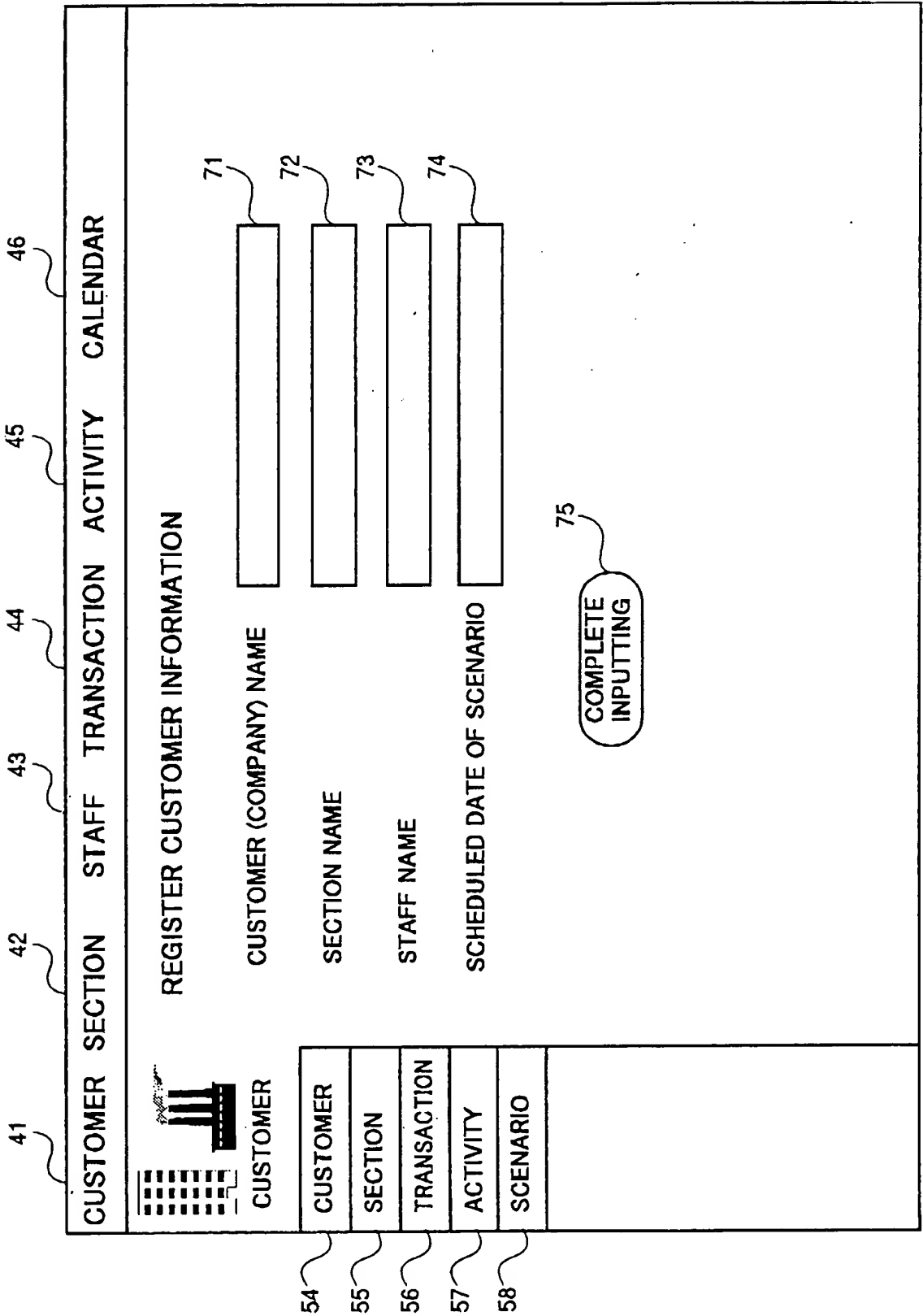



FIG. 8

41
42
43
44
45
46

CUSTOMER
SECTION
STAFF
TRANSACTION
ACTIVITY
CALENDAR



TRANSACTION

LIST OF TRANSACTIONS

REGISTER NEW TRANSACTION

TRANSACTION	CUSTOMER NAME	SECTION NAME	STAFF NAME	TRANSACTION TITLE	
ACTIVITY	COMPANY "A"	JJ DEPT.	PPP	ONE SET OF LAN	COMPETITOR 83
MATURITY PLAN/HISTORY	COMPANY "A"	JJ DEPT.	PPP	ONE SET OF SERVER	COMPETITOR 83
MATURITY ITEM	COMPANY "B"	KK BRANCH	QQQ	ONE SET OF LAN	COMPETITOR 83
	COMPANY "C"	LL BRANCH	RRR	ONE SET OF SYSTEM	COMPETITOR 83
	

FIG. 9


41	42	43	44	45	46																																								
CUSTOMER	SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR																																								
 TRANSACTION TRANSACTION ACTIVITY MATURITY PLAN/HISTORY MATURITY ITEM	<div>91</div> <div>TRANSACTION</div> <div>CUSTOMER NAME COMPANY "B"</div> <div>SECTION NAME KK BRANCH</div> <div>STAFF NAME YYY</div> <div>TRANSACTION TITLE ONE SET OF LAN</div> <div>SALES STAFF NAME ZZZ</div> <div>MATURITY STAGE 05-UNDERSTANDING NEEDS ...</div> <div>92</div> <div>MATURITY PLAN/HISTORY</div> <table><thead><tr><th>MATURITY</th><th>SCHEDULED DATE</th><th>COMPLETION DATE</th><th>.....</th></tr></thead><tbody><tr><td>01 - MAKING CONNECTION</td><td>2001/08/01</td><td>2001/08/01</td><td></td></tr><tr><td>02 - MAKING RELATION</td><td>2001/08/06</td><td>2001/08/06</td><td></td></tr><tr><td>03 - EXAMINING CIRCUMSTANCE</td><td>2001/08/10</td><td>2001/08/10</td><td></td></tr><tr><td>04 - ATTRACTING CUSTOMER</td><td>2001/08/21</td><td>2001/08/22</td><td></td></tr><tr><td>05 - UNDERSTANDING NEEDS</td><td>2001/08/27</td><td>2001/08/27</td><td></td></tr><tr><td>06 - PICKING UP PROBLEMS</td><td>2001/08/31</td><td></td><td></td></tr><tr><td>07 - FORMAL PROPOSAL</td><td>2001/09/07</td><td></td><td></td></tr><tr><td>08 - CLEARING OBSTRUCTIVES</td><td>2001/09/12</td><td></td><td></td></tr><tr><td>09 - ENTERING INTO CONTRACT</td><td>2001/09/14</td><td></td><td></td></tr></tbody></table>					MATURITY	SCHEDULED DATE	COMPLETION DATE	01 - MAKING CONNECTION	2001/08/01	2001/08/01		02 - MAKING RELATION	2001/08/06	2001/08/06		03 - EXAMINING CIRCUMSTANCE	2001/08/10	2001/08/10		04 - ATTRACTING CUSTOMER	2001/08/21	2001/08/22		05 - UNDERSTANDING NEEDS	2001/08/27	2001/08/27		06 - PICKING UP PROBLEMS	2001/08/31			07 - FORMAL PROPOSAL	2001/09/07			08 - CLEARING OBSTRUCTIVES	2001/09/12			09 - ENTERING INTO CONTRACT	2001/09/14		
	MATURITY	SCHEDULED DATE	COMPLETION DATE																																									
	01 - MAKING CONNECTION	2001/08/01	2001/08/01																																										
	02 - MAKING RELATION	2001/08/06	2001/08/06																																										
	03 - EXAMINING CIRCUMSTANCE	2001/08/10	2001/08/10																																										
04 - ATTRACTING CUSTOMER	2001/08/21	2001/08/22																																											
05 - UNDERSTANDING NEEDS	2001/08/27	2001/08/27																																											
06 - PICKING UP PROBLEMS	2001/08/31																																												
07 - FORMAL PROPOSAL	2001/09/07																																												
08 - CLEARING OBSTRUCTIVES	2001/09/12																																												
09 - ENTERING INTO CONTRACT	2001/09/14																																												

FIG.10


41	42	43	44	45	46
CUSTOMER	SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR
	<div>101</div> <div>TRANSACTION</div> <div>CUSTOMER NAME</div> <div>COMPANY "B"</div> <div>TRANSACTION TITLE</div> <div>ONE SET OF LAN</div> <div>SECTION NAME</div> <div>KK BRANCH</div> <div>SALES STAFF NAME</div> <div>ZZZ</div> <div>STAFF NAME</div> <div>YYY</div> <div>MATURITY STAGE</div> <div>05-UNDERSTANDING NEEDS ...</div>				
	TRANSACTION				
	ACTIVITY				
	MATURITY PLAN/HISTORY				
	MATURITY ITEM				
	<div>102</div> <div>MATURITY ITEM</div> <div>MATURITY STAGE 2- MAKING RELATION</div> <div>- MAKE NEW CONTACTS WITH IMPORTANT PERSON(S) OF CUSTOMER</div> <div>103</div> <div>- FIND OUT DECISION-MAKER IN CHARGE OF PURCHASING GOODS AND KEY- PERSON IN AUTHORITY</div> <div>103</div> <div>- KEEP IN TOUCH WITH KEY- PERSON</div> <div>103</div> <div>NOTE: NOTHING PARTICULARLY</div>				

FIG. 11

41
42
43
44
45
46

CUSTOMER	SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR																																																	
<div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;"> <div style="border: 1px solid black; padding: 2px; margin-top: 5px;">LIST OF ACTIVITIES</div> </div> <div style="text-align: center;"> <div style="border: 1px solid black; border-radius: 15px; padding: 5px; width: 100px;">REGISTER NEW ACTIVITY</div> <div style="margin-top: 10px;">112</div> </div> </div>																																																						
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 25%;">DETAILS OF ACTIVITY</th> <th style="width: 10%;">MATURITY STAGE</th> <th style="width: 15%;">SCHEDULED DATE</th> <th style="width: 10%;">TIME</th> <th style="width: 15%;">CUSTOMER NAME</th> <th style="width: 10%;">SECTION NAME</th> <th style="width: 15%;">TRANSACTION TITLE</th> </tr> </thead> <tbody> <tr> <td>CREATE PROPOSAL</td> <td>07</td> <td>2001/08/20</td> <td>10:00</td> <td>COMPANY "A"</td> <td>JJ DEPT.</td> <td>ONE SET OF LAN</td> </tr> <tr> <td>PR OF NEW PRODUCT</td> <td>04</td> <td>2001/08/20</td> <td>15:00</td> <td>COMPANY "A"</td> <td>JJ DEPT.</td> <td>ONE SET OF SERVER</td> </tr> <tr> <td>PR OF NEW PRODUCT</td> <td>04</td> <td>2001/08/21</td> <td>10:00</td> <td>COMPANY "B"</td> <td>KK BRANCH</td> <td>ONE SET OF LAN</td> </tr> <tr> <td>CREATE PROPOSAL</td> <td>07</td> <td>2001/08/21</td> <td>13:00</td> <td>COMPANY "C"</td> <td>LL BRANCH</td> <td>ONE SET OF SYSTEM</td> </tr> <tr> <td>PRESENT PROPOSAL</td> <td>07</td> <td>2001/08/23</td> <td>10:00</td> <td>COMPANY "A"</td> <td>JJ DEPT.</td> <td>ONE SET OF LAN</td> </tr> <tr> <td style="text-align: center;">...</td> <td style="text-align: center;">...</td> <td style="text-align: center;">...</td> <td style="text-align: center;">...</td> <td style="text-align: center;">...</td> <td style="text-align: center;">...</td> <td style="text-align: center;">...</td> </tr> </tbody> </table>						DETAILS OF ACTIVITY	MATURITY STAGE	SCHEDULED DATE	TIME	CUSTOMER NAME	SECTION NAME	TRANSACTION TITLE	CREATE PROPOSAL	07	2001/08/20	10:00	COMPANY "A"	JJ DEPT.	ONE SET OF LAN	PR OF NEW PRODUCT	04	2001/08/20	15:00	COMPANY "A"	JJ DEPT.	ONE SET OF SERVER	PR OF NEW PRODUCT	04	2001/08/21	10:00	COMPANY "B"	KK BRANCH	ONE SET OF LAN	CREATE PROPOSAL	07	2001/08/21	13:00	COMPANY "C"	LL BRANCH	ONE SET OF SYSTEM	PRESENT PROPOSAL	07	2001/08/23	10:00	COMPANY "A"	JJ DEPT.	ONE SET OF LAN
DETAILS OF ACTIVITY	MATURITY STAGE	SCHEDULED DATE	TIME	CUSTOMER NAME	SECTION NAME	TRANSACTION TITLE																																																
CREATE PROPOSAL	07	2001/08/20	10:00	COMPANY "A"	JJ DEPT.	ONE SET OF LAN																																																
PR OF NEW PRODUCT	04	2001/08/20	15:00	COMPANY "A"	JJ DEPT.	ONE SET OF SERVER																																																
PR OF NEW PRODUCT	04	2001/08/21	10:00	COMPANY "B"	KK BRANCH	ONE SET OF LAN																																																
CREATE PROPOSAL	07	2001/08/21	13:00	COMPANY "C"	LL BRANCH	ONE SET OF SYSTEM																																																
PRESENT PROPOSAL	07	2001/08/23	10:00	COMPANY "A"	JJ DEPT.	ONE SET OF LAN																																																
...																																																
<div style="border: 1px solid black; border-radius: 15px; padding: 10px; width: 150px; margin: 0 auto;">REGISTER NEW TRANSACTION</div> <div style="margin-top: 10px;">113</div>																																																						

FIG.12

41

CUSTOMER

42

SECTION

43

STAFF

44


TRANSACTION

45

ACTIVITY

46

CALENDAR



REGISTRATION OF ACTIVITY

CUSTOMER INFORMATION

121

CUSTOMER NAME

122

SECTION NAME

TRANSACTION INFORMATION

123

TRANSACTION TITLE

ACTIVITY INFORMATION

124

DETAILS OF ACTIVITY

125

SCHEDULED DATE

126

MATURITY

127

COMPLETE INPUTTING

FIG. 13

41	42	43	44	45	46
CUSTOMER	SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR
<div>41</div> <div>42</div> <div>43</div> <div>44</div> <div>45</div> <div>46</div>					
REGISTRATION OF TRANSACTION					
CUSTOMER INFORMATION					
CUSTOMER NAME					
SECTION NAME					
TRANSACTION INFORMATION					
TRANSACTION TITLE					
SALES STAFF NAME					
DETAILS OF TRANSACTION					
COMPLETE INPUTTING					

FIG. 14

MONTHLY CALENDAR

SALES STAFF NAME

CALENDAR

DAILY

WEEKLY

MONTHLY

ACTIVITY

MONTHLY CALENDAR

SALES STAFF NAME

CALENDAR

DAILY

WEEKLY

MONTHLY

ACTIVITY

AUGUST 2001

MON	TUE	WED	THURS	FRI	SAT/SUN
30	31		1	2	3 4/5
6	7		8	9	10 11/12
13	14		15	16	17 18/19
20 9:00 REGULAR MEETING 10:00 "A" /LAN- CREATE PROPOSAL 15:00 "A" /SERVER-PR FOR NEW PRODUCTS	21 10:00 "B" /LAN-PR FOR NEW PRODUCTS 13:00 "C" /SYSTEM- CREATE PROPOSAL	22	23 10:00 "A" /LAN- PRESENT PROPOSAL	24	25/26
27	28	29	30	31	1/2

OBLON, SPIVAK, ET AL
DOCKET #: 214607US2
INV: Toyoji IKEZAWA, et al.
SHEET 14 OF 14

14/14